



NEW HANOVER COUNTY FINANCE DEPARTMENT

To: All Proposers
From: Lena Butler, Purchasing Supervisor
Date: 07/25/2022
Subject: **PREPOSITIONING CONTRACT FOR POTABLE AND GRAY WATER MOBILE HANDWASHING STATION (MHS) UNITS**

The County issued an RFP to obtain services of potable and gray water mobile handwashing station (MHS) units for use at various field locations during hurricane season (June 1 – November 30) and other types of incidents throughout New Hanover County, NC on 06/02/2022, with proposals due on 06/14/2022. This was the second issuance of this type of proposal, preceded by a posting 04/07/2022. In addition to being posted on the County’s web site (<https://finance.nhcgov.com/purchasing-solicitation/open-and-closed-bids/>), the RFP was distributed to 137 vendors via GSA and other outreach efforts. Two bids were returned, and one was considered to be responsible and responsive.

Based on the scoring, the County selected **SLSCO, LTD** for award of contract.

	Vendor/ Consultant	Which projects bid?	Experience, Expertise, and Reliability (30 points)	Costs (weekly) (30 points) (Lowest bid/vendor’s price)x30	Methodology (40 points)	Total
1	SLSCO, LTD	Mobile handwashing station	30	30 \$23,100 per 10-station trailer	40	100
2	Technology International	Mobile handwashing station	0	2 \$286,000 (submitted proposal was to purchase a trailer, not to rent)	0	2

The initial term of the contract shall be one (1) year with four (4) one (1) year options to renew, mutually agreeable by both parties. The total contractual period shall not exceed five (5) years.

A copy of the RFP Summary is attached for your information. If there are any questions, please email amcray@nhcgov.com. A special thanks to each of you for your participation in this solicitation.

Attachment: Summary of Proposals

Bid Number:

Bid Title: RFP - Emergency & Hurricane Preparedness – Prepositioning Contract for Mobile Handwashing Stations

Department Selection Team: Anna McRay

Notice of Bid Availability Mailed	Bids Received	Alternate Bids	Pre-Bids	No Bids	Bid Closing Date	Bid Closing Time	Purchasing Agent	Bid Tab By
137	2	-	-		06/14/2022	5:00pm		Anna McRay

This summary is from the reposting of this RFP request that was issued in April 2022. The package was reposted as only one proposal was received from SLSCO. Bids submitted with the April 2022 posting were not required to rebid and are noted in the table below. All bids were reviewed. Bid availability notifications are posted on the County procurement web site and posted through GSA.

Background: The intent of this solicitation and any resultant contract is to obtain potable water trucks, gray water trucks, and trailer mounted handwashing stations for use at various field locations during hurricane season (June 1 – November 30) and other types of incidents throughout New Hanover County, NC. The expectation and desired result of this contract is to provide: 1) clean, sanitary, and properly maintained handwashing stations with sufficient supplies such as towels and soap for incident personnel use, 2) sufficient potable hot and cold water needed to maintain recommended hand hygiene procedures as outlined by the CDC and other regulatory entities, and 3) proper management of gray water that meet contract specifications at all times. **This proposal seeks pricing for five mobile hand washing stations (8 sink minimum each) with hot/cold water with appropriate service and maintenance to be delivered to locations as directed within New Hanover County.**

Meeting schedule:

- Packet review –06/17/2022
- Vendor interviews – n/a
- Selection to Purchasing – 06/17/2022

Summary

PROPOSER’S EXPERIENCE, EXPERTISE, AND RELIABILITY – 30 POINTS

- Proposers shall submit with their proposals, a brief history of the organization, including accreditation status, if applicable.
- Proposers shall provide an explanation of its experience in providing meals in large quantities under emergency conditions.
- Proposers shall provide a detailed description of the two or three largest events the company has provided the requested service or resource in the past two years. That description should include, at the minimum, a description of the provided service or resource, the number of hours the event lasted, and the number of employees used for that assignment. Please include contact names and telephone numbers of the clients for these events

Bid Number:

Bid Title: RFP - Emergency & Hurricane Preparedness – Prepositioning Contract for Mobile Handwashing Stations

PROPOSER’S METHODOLOGY – 40 POINTS

- Proposers shall thoroughly describe its capability to perform/facilitate the services required, to include methodology, approach, available operational facilities and/or number of locations, etc. (if applicable), and a detailed plan on how it would meet the County’s requirements during a disaster event.
- Proposers shall address in its response the mobilization and staging/set up abilities for delivering resources (if applicable) to multiple locations, or if it would be the County’s responsibility to facilitate delivery of the resource from the proposer’s location.
- Proposers shall address in its response the demobilization and break down/clean up abilities to remove the resources (if applicable) from multiple locations, or if it would be the County’s responsibility to facilitate demobilization of the resource and return to the proposer’s location
- Proposers shall address the number of employee’s it would dedicate to this effort and a list of equipment the company owns to meet the requirements described herein.

PROPOSER’S COST FOR SERVICES – 30 POINTS

- Proposers shall provide a detailed description and cost for the proposed project. Prices quoted shall be firm for the initial contract term and all approved extension periods. Thereafter, any extensions that may be approved by the County shall be subject to the provisions of the accompanying contract document.

The initial term of the contract shall be one (1) year with four (4) one (1) year options to renew, mutually agreeable by both parties. The total contractual period shall not exceed five (5) years

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1	SLSCO, LTD	Mobile handwashing stations	30	<p>\$23,100 per 10-station trailer</p> <table border="1"> <thead> <tr> <th colspan="3">New Hanover County Mobile Handwashing Stations</th> </tr> </thead> <tbody> <tr> <td>Equipment</td> <td colspan="2">10 Sink Hand Washing Trailer</td> </tr> <tr> <td>Mobilization</td> <td colspan="2">\$3,500</td> </tr> <tr> <td>Daily Charge</td> <td>\$2,300</td> <td>per day</td> </tr> <tr> <td>Demobilization</td> <td colspan="2">\$3,500</td> </tr> <tr> <td colspan="3">Price includes water, power, hand soap, paper towels, gray water disposal & daily cleaning.</td> </tr> </tbody> </table>	New Hanover County Mobile Handwashing Stations			Equipment	10 Sink Hand Washing Trailer		Mobilization	\$3,500		Daily Charge	\$2,300	per day	Demobilization	\$3,500		Price includes water, power, hand soap, paper towels, gray water disposal & daily cleaning.			40		15 years; direct work in past with NCEM; good outline on page 2 of examples
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Bid Number:

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2	Technology International	Mobile handwashing station	0	\$286,000	0	0	Submitted proposal was for the PURCHASE of a handwashing trailer, not the described rental of a trailer; however reviewing the package, it is implied but not specifically stated that it was for a rental versus purchase.
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Recommendation: Award to SLSCO.